

Message Text

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REF: STATE A-7947 OF SEP 20, 1973

1. 122/04/P0029

2. 032674

3. P. AYLWARD

4. 122 CANADA

5. AIM

6A. LETTER WITH PRODUCT BROCHURES TO --

6B. MR. HICHARD H. MCLEOD, SALES MANAGER

6C. THE PAUL MOORE COMPANY LTD.

629 STINSON STREET

MONTREAL, QUEBEC H4N 2E1, CANADA

7. TELEX 01-26488; TELEPHONE (514) 744-6483

8. --

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9. 114

9A. EXCLUSIVE AGENCY

10. DESCRIPTION.

3551465, &55#9012, 3569126-0100. LIQUID-FILLING BOTTLING MACHINERY RANGING FROM SEMI-AUTOMATIC TO AUTOMATIC AND FROM STRAIGHT LINE (INTERMITTENT STOP-START MOTION) TO HIGH-SPEED ROTARY. SHOULD BE VACUUM, GRAVITY AND PRESSURE FILLERS. ALSO ANTS LABELING MACHINERY OF THE SPOT AND WRAP-AROUND TYPE, WHICH USUALLY APPLIED WITH COLD GLUE (NOT INTERESTED IN ANY PRESSURE-SENSITIVE LABELING MACHINERY). LIQUID FILLERS AND THE LABELING MACHINERY COULD BE SEPARATE OR JOINT LINES. CONTAINERS TO BE FILLED AND LABEL ARE GLASS, PLASTIC AND CANS; INDUSTRY APPLICATION IS FOOD, BEVERAGES (EXCEPT CARBONATED), PHARMACEUTICALS, AND COSMETICS.

SALES POTENTIAL FOR SECOND OR THIRD YEAR IS ESTIMATED AT ONE-QUARTER TO ONE-HALF MILLION DOLLARS FOR THE LIQUID FILLERS AND THE LABELERS COMBINED. MUST HAVE EXCLUSIVE AGENCY FOR ALL OF CANADA, AND MUST NOT CONFLICT WITH EXISTING REPRESENTATION CAZZOLI STRAIGHT-LINE PISTON TYPE FILLERS FOR VIALS AND AMPOULES. WOULD BUY AND BE INVOICED, WOULD INSTALL AND SERVICE, AND WOULD STOCK SPARE PARTS. THE PAUL MOORE COMPANY LTD. IS SAID TO BE THE OLDEST ESTABLISHED MANUFACTURERS' AGENT IN CANADA FOR PACKAGING EQUIPMENT. IS A LARGE COMPANY, WITH ANNUAL SALES OF 10-15 MILLION DOLLARS AND 12-15 SALESMEN ACROSS CANADA. HEADQUARTERS WERE RECENTLY MOVED TO TORONTO FROM WINNIPEG WITH BRANCH OFFICES IN MONTREAL, VANCOUVER AND CALGARY. ALSO MANUFACTURES AUTOMATIC GLASS WASHERS UNDER "BARRIE" TRADEMARK. HARPER

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